

FIG. 1

Year	MA	Data Type	P1	P2	P3
2000	MSA 100	TEMP	49.0	43.0	45.0
2000	MSA 100	PREC	1.5	0.4	0.9
2000	MSA 100	SNOW	0.0	0.0	0.0
2000	MSA 100	TEMP.CAT	1.0	-1.0	-1.0
2000	MSA 100	PREC.CAT	1.0	-1.0	-1.0
2000	MSA 100	CT MAX WARM	4.0	1.0	2.0
2000	MSA 100	CT MIN SEAS	1.0	1.0	4.0
2000	MSA 100	CT MAX WARM DRY	0.0	2.0	1.0
2000	MSA 100	CT MIN COLD WET	1.0	0.0	0.0
2000	MSA 100	CT MIN WARM MINUS COLD	1.0	-2.0	0.0
2000	MSA 100	CT MIN WARM SEAS MINUS COLD	1.52	0.23	0.4
2000	MSA 100	CT MAX TEMP 32 AND PRECIP	0.0	0.0	0.0
2001	MSA 100	TEMP	53.0	51.0	56.0
2001	MSA 100	PREC	1.1	0.01	2.68
2001	MSA 100	SNOW	0.0	1.2	0.0
2001	MSA 100	TEMP.CAT	1.0	1.0	1.0
2001	MSA 100	PREC.CAT	1.0	-1.0	1.0

MA	Data Type	P1	P2	P3
MSA 100	TEMP.SEA	46.0	47.0	50.0
MSA 100	PREC.SEA	1.01	1.03	1.08
MSA 100	SNOW.SEA	0.7	0.2	0.2

FIG. 2A

108

MSA	YEAR	MONTH	TEMPERATURE	PRECIPITATION
UK002	2001	APR	Warm	Showers
UK002	2001	MAY	Seasonal	Rain
UK002	2001	JUN	Warm	Dry
UK002	2001	JUL	Very Warm	Showers
UK002	2001	AUG	Cold	Rain
UK002	2000	APR	Seasonal	Showers
UK002	2000	MAY	Cold	Dry
UK002	2000	JUN	Warm	Showers
UK002	2000	JUL	Seasonal	Dry
UK002	2000	AUG	Warm	Rain

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MSA	YEAR	TIMEFRAME	CT	MIN	SEAS	CT	MAX	COLD	WET
MSA 100	2001	P1				2			0
MSA 100	2001	P2				6			6
MSA 100	2001	P3				4			6
MSA 100	2001	P4				5			1
MSA 100	2001	P5				2			5
MSA 100	2000	P1				1			6
MSA 100	2000	P2				1			6
MSA 100	2000	P3				4			6
MSA 100	2000	P4				3			5
MSA 100	2000	P5				4			4

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FIG. 2B

110

	PRECIPITATION			
	DRY	SHOWERS	RAIN	SNOW
TEMPERATURE	Very WARM	2	1	-2
	WARM	2	1	-2
	SEASONAL	0	-1	-2
	COLD	-1	-2	-2
	Very COLD	-2	-2	-2

310

PRODUCT	MSA	MATRIX	START	END
HVAC A/C units	UK002	310	APR	AUG
HVAC Fans	UK002	310	APR	AUG
AUTO A/C units	UK002	310	MAY	AUG
Bottled Water/Beverages	UK002	310	APR	AUG
HVAC A/C units	UK026	310	APR	AUG
HVAC Fans	UK026	310	APR	AUG
AUTO A/C units	UK026	310	MAY	AUG
Bottled Water/Beverages	UK026	310	APR	AUG

320

FIG. 3

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FIG. 4

PRODUCT	MSA	TIMEFRAME	TEMP COEFFICIENT	PREC COEFFICIENT	MIN	MAX
Boots	MSA 100	P1	0.0020	0.001	0.033	1.00
Boots	MSA 100	P2	0.0073	-0.001	0.067	1.03
Boots	MSA 100	P3	0.0167	0.053	0.133	1.06
Boots	MSA 100	P4	-0.0007	0.042	0.167	1.00
Boots	MSA 100	P5	-0.0013	0.053	0.100	0.80

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FIG. 5

600

PRODUCT	MSA	TIMEFRAME	SCALE
Boots	MSA 100	P1	0.05
Boots	MSA 100	P2	0.1
Boots	MSA 100	P3	0.2
Boots	MSA 100	P4	0.15
Boots	MSA 100	P5	0.3
.			
.			
.			

601 602 603 604 605

FIG. 6

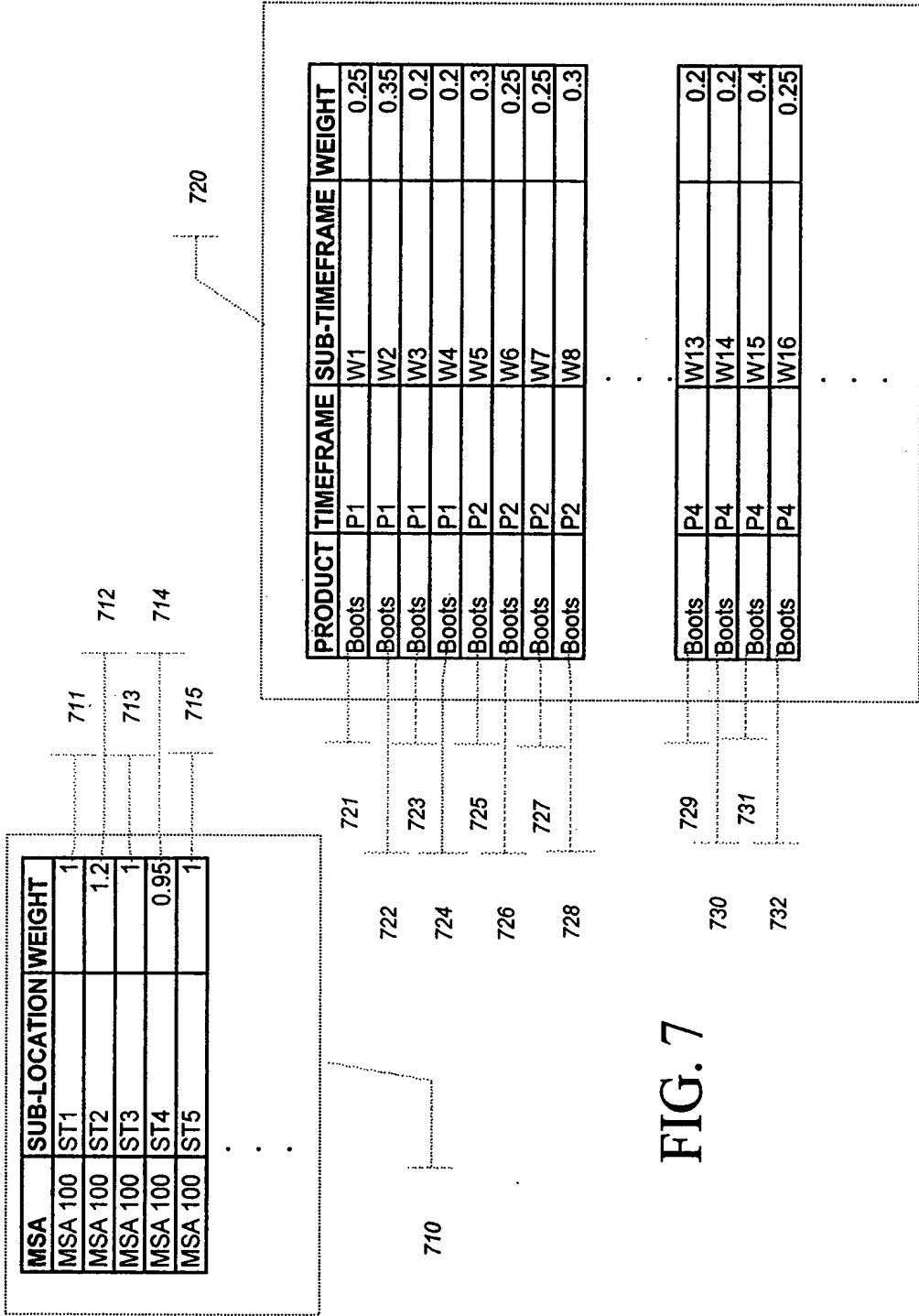


FIG. 7



800

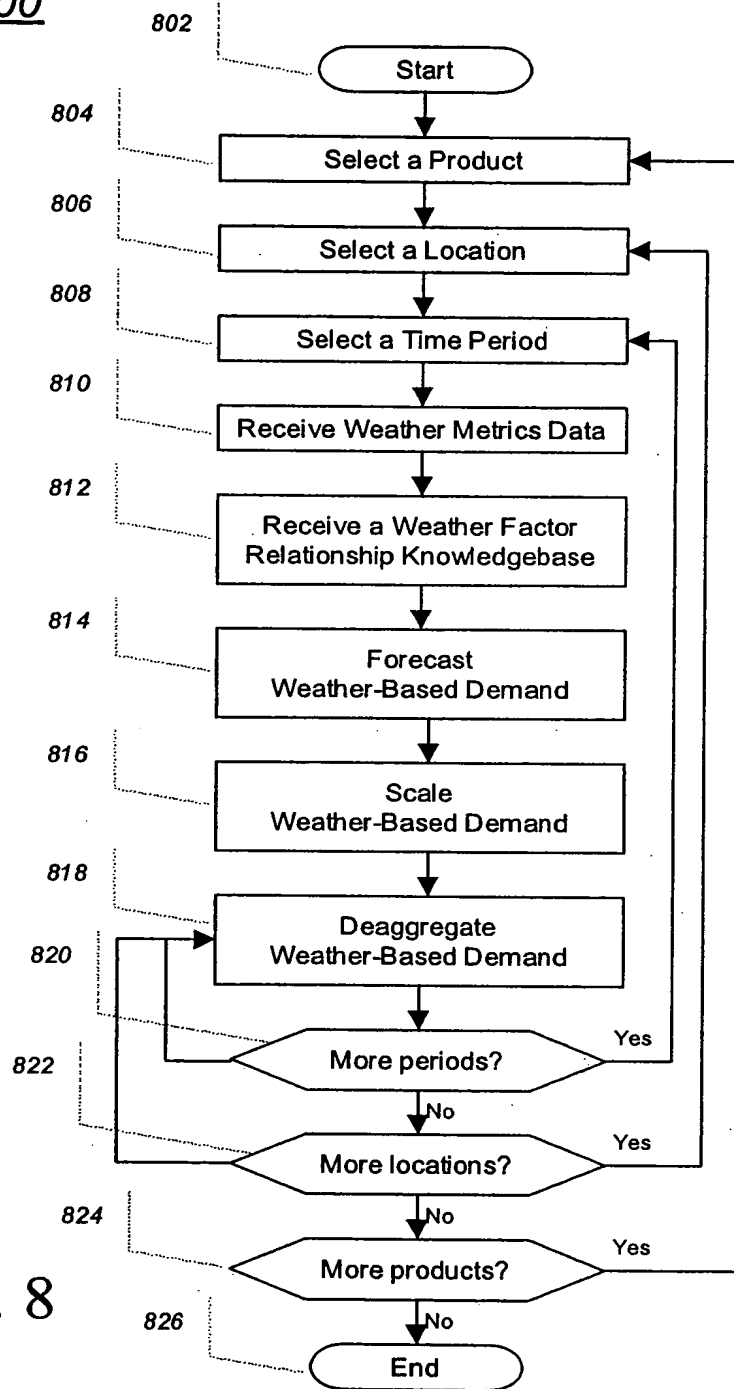
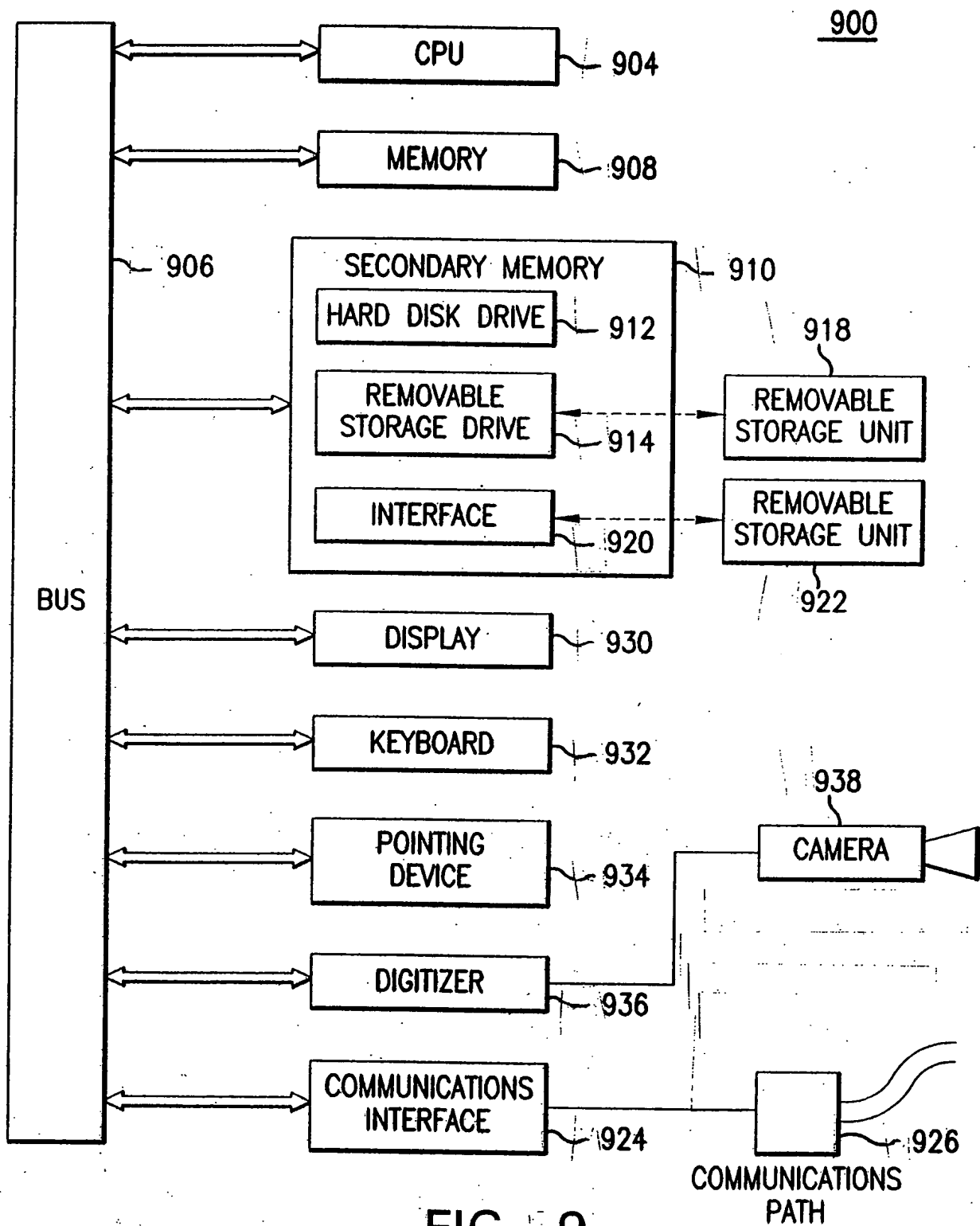


FIG. 8



**FIG. 9**